

## Foreign Direct Investment

OTI promotes Illinois as an excellent place to do business based on the State's unique transportation infrastructure and location, talented workforce, easy access to key markets, and our positive business climate. OTI's overseas offices hold regular FDI outreach events as well as provide foreign companies with information on state services, including investment packages, site location services, and the availability and advantages of Illinois Foreign Trade Zones, which are located at eight sites across the state.

## FDI facts to know

Illinois ranks #1 in the Midwest as a destination for foreign investment.

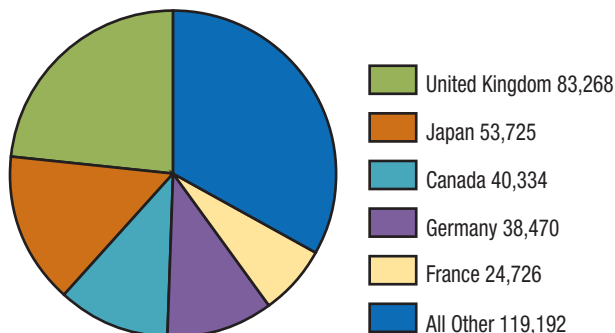
Illinois is home to over 2,000 foreign firms that employ more than 350,000 Illinois residents.

Site Selection Magazine ranked Illinois 5th among all states and Chicago 2nd among all metropolitan areas in locations for new and expanded corporate facilities.

Chicago is the commercial capital of the U.S., with two of the top international exchanges (Chicago Board of Trade and Chicago Board Options Exchange).

Chicago is the #1 container hub in the western hemisphere. Illinois' 13 port districts offer many companies direct links to the Atlantic Ocean, Great Lakes and Gulf of Mexico.

## FDI Employment in Illinois by Country



## Sister State/City/River/Lake Agreements & Memorandums of Understanding

OTI helps facilitate sister state/city/river/lake agreements with foreign countries and entities. These agreements include memorandums of understanding to formalize and foster trade, tourism, education, technology sharing, cultural exchanges, and the sustainable management of fresh water sources.

## International Delegation Protocol

OTI serves as the official State of Illinois International Office, welcoming foreign delegations, developing international relationships and collaborating with organizations in the Chicago international community, including the 83 Consulates/Consuls General, more than 40 international/ethnic Chambers of Commerce and over 90 international trade organizations.

**ILLINOIS**  
SMALL BUSINESS DEVELOPMENT CENTER

To find the ITC nearest you,  
visit [www.ilsbdc.biz](http://www.ilsbdc.biz).



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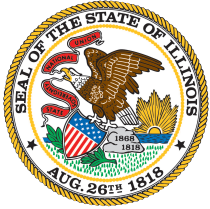
State of Illinois  
Department of Commerce and Economic Opportunity

## ILLINOIS OFFICE OF TRADE & INVESTMENT

Opening overseas markets  
for Illinois companies and  
promoting Illinois  
worldwide to attract  
foreign investment



<http://exports.illinois.gov>  
[www.illinoisbiz.biz](http://www.illinoisbiz.biz)



Illinois Department of  
Commerce and Economic Opportunity

## Office of Trade and Investment

DCEO's mission is to raise Illinois' profile as a global business leader. To achieve this, Illinois has a network of professionals focused on improving Illinois' competitiveness in the global economy.

Illinois is a global economic powerhouse, with the 19th largest economy in the world, and is home to over 32 fortune 500 companies.

With its headquarters in Chicago and foreign offices around the world, DCEO's Office of Trade and Investment (OTI) provides services in the following areas:

- Exporting
- Foreign Direct Investment-Business Attraction
- Sister State/City/River/Lake Agreements and Memorandums of Understanding
- International Delegation Protocol

## Exporting

To meet Governor Quinn's goal of doubling exports by the end of 2014, we are eager to help small and medium-sized Illinois businesses begin to export or grow their market.

If you are new to exporting, the first stop you'll want to make is at an Illinois Small Business Development Center (SBDC) International Trade Center (ITC). With eleven locations around the state, they provide regional support for OTI programs and services, including:

- Individualized counseling and assessment sessions to determine a company's exporting capabilities and interests
- Trade reference materials, international trade leads and International Certification opportunities
- Market research, analysis and options for the company to determine the best geographic market for its products
- Financial assistance for export ventures
- Customized lists of buyers, agents, distributors and other potential industry partners overseas
- Financial, legal and other industry experts as requested
- Overseas trade missions and individual company assistance in foreign markets

When you have identified your target market, you may wish to participate in an OTI Overseas Trade Show/Mission or an Individual Foreign Market Sales Mission. These programs provide Illinois companies with:

- Trade show booth space to exhibit products
- Optional service for matchmaking appointments to meet prospective pre-qualified partners, agents and distributors
- Briefing materials
- Interpreter services as necessary
- Ground transportation to programmed events
- Assistance with travel logistics

## Exporting facts to know

From 2009 through 2012, Illinois exports increased by \$26.5 billion, or 64%, well above the national average of 46%.

Illinois is the largest exporting state in the Midwest and the 5th largest exporting state in the U.S.

Illinois exports totaled over \$68.1 billion in 2012, up 5.1% or \$3.3 billion over 2011, exceeding average U.S. export growth for the second consecutive year.

Illinois' Gross State Product (GSP) is over \$695 billion, and exports account for nearly 10% of GSP (2012).



### Top 5 industries for Illinois' exports 2012

Machinery, Except Electrical	\$20.2 billion
Chemicals	\$ 7.8 billion
Transportation Equipment	\$ 7.4 billion
Computer and Electronic Products	\$ 6.3 billion
All Agricultural and Related Products	\$ 6.2 billion

### Top 5 countries for Illinois' exports 2012

Canada	\$19.4 billion
Mexico	\$ 6.4 billion
Australia	\$ 5.4 billion
China	\$ 4.1 billion
Germany	\$ 2.7 billion